

United Arab Emirates Jobs Expertini®

Senior Manager Distributor Sales

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Company: Edwards Lifesciences Gruppe

Location: dubai

Category: other-general

We have made changes to enhance your experience. If you have applied for a job previously, you will need to create a new account. Thank you for your patience. Senior Manager Distributor Sales page is loaded Senior Manager Distributor Sales Apply locations United Arab Emirates-Dubai time type Full time posted on Posted 3 Days Ago job requisition id Req-32207 Dedicated to innovation, our Surgical business unit is focused on identifying and solving critical, unmet needs in cardiac surgery. In understanding the challenges of open-heart surgery, we partner with surgical teams to deliver modern technologies intended to enhance patients' quality of life and expand their potential treatment opportunities. It's our driving force to help patients live longer and healthier lives. Join us and be part of our inspiring journey. How you'll make an impact:

- Manages relationship with distributors that re-sell Edwards products and services in regions with indirect selling.
- Builds, maintains and expands relationships with assigned distribution partners utilizing in-depth understanding of BU strategy and business model, medical devices industry and competitive landscape across multiple BUs and/or areas
- Develops and closes new business opportunities with existing distributors and recruits potential new distribution partners while coaching assigned distributors enabling them to close sales in potentially heterogeneous markets
- Supports partners throughout the sales process in all sales-oriented activities, including technical, regulatory and marketing support while developing and leading the execution of both short- and long-term business plan covering multiple BUs and/or areas
- Other incidental duties

What you'll need: Bachelor's Degree in in related field , 10 years years experience of progressive sales experience Required and extensive medical devices industry experience

Required What else we look for:

- Deep technical knowledge of Edwards and competitor product portfolio covering multiple BUs and/or areas
- In-depth understanding of BU strategy and business model, medical devices industry and competitive landscape across multiple BUs and/or areas
- Leverages deep distributor partner knowledge to expand relationships
- Expert understanding of cardiovascular anatomy, pathology and physiology relevant to EW medical products as it relates to the business
- Strict attention to detail
- Ability to interact professionally with all organizational levels and proactively escalate issues to appropriate levels of management in the organization
- Ability to manage competing priorities in a fast paced environment
- Coaches assigned distributors enabling them to close sales in potentially heterogeneous markets
- Adhere to all company rules and requirements (e.g., pandemic protocols, Environmental Health & Safety rules) and take adequate control measures in preventing injuries to themselves and others as well as to the protection of environment and prevention of pollution under their span of influence/control

About Us Edwards Lifesciences is the global leader in patient-focused medical innovations for structural heart disease, as well as critical care and surgical monitoring. Driven by a passion to help patients, the company collaborates with the world's leading clinicians and researchers to address unmet healthcare needs, working to improve patient outcomes and enhance lives. Headquartered in Irvine, California, Edwards Lifesciences has extensive operations in North America, Europe, Japan, Latin America and Asia and currently employs over 15,000 individuals worldwide. For us, helping patients is not a slogan - it's our life's work. From developing devices that replace or repair a diseased heart valve to creating new technologies that monitor vital signs in the critical care setting, we focus on helping patients regain and improve the quality of their life.

#J-18808-Ljbfrr

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